



KAYA LIMITED

Media Release – Q4 FY16

Kaya limited Q4 FY16 results

Consolidated Revenue up by 17%, SSG of 10 %

Highlights of Q4 FY15

Kaya Limited posted consolidated Revenue from Operations of INR 102.1 crores for the quarter ended 31st March 2016, a growth of 17% (*Same store growth @ 10%*) over corresponding quarter ended 31st March 2015.

India business reported a Net Revenue growth of 8% and International business delivered growth of 28% respectively.

Consolidated Operating EBIDTA is INR 3.3 crores, 3% of Revenue. The EBIDTA has been impacted by performance of new clinics & KSB and acquisition cost incurred during the quarter ended 31st March 2016.

Consolidated Profit after Tax for the quarter ended 31st March 2016 is INR 1.3 crores compared to INR 6.4 crores for the corresponding quarter ended 31st March 2015.

Kaya has added 1 clinic and 31 Kaya Skin Bar doors across formats in India and has opened 1 clinic in Kuwait under Joint venture arrangement in Q4 FY16.

Highlights of FY16

Kaya Limited posted consolidated Revenue from Operations of INR 369.9 crores for the year ended 31st March 2016, a growth of 12% (SSG: 5%) over corresponding year ended 31st March 2015.

India business reported a Net Revenue growth of 7% (SSG: flat) and International business delivered growth of 17% (SSG: 11%) respectively.

Consolidated Operating EBIDTA is INR 13.4 crores (4% of Revenue) compared to INR 32.7 crores (10% of Revenue) in FY 15.

Profit after Tax & exception for the year ended 31st March 2016 is INR 8.8 crores (2% of Revenue) compared to INR 31.8 crores (10% of Revenue) for the corresponding year ended 31st March 2015.

During the year Kaya has added 8 clinics and 121 Kaya Skin Bar doors across formats in India and has opened 2 clinics in Middle east region in FY16. Overall in India Kaya have 107 clinics & 134 Kaya Skin Bars outlets and operates 21 clinics in Middle East.

Kaya Limited is leading specialty skin care, solution provider in India and Middle east either directly or through one or more of its subsidiaries. Kaya Limited ("Kaya") was incorporated on 27th March, 2003 as part of wholly owned subsidiary of Marico Limited and was demerged from Marico Limited in September, 2013. Kaya delivers holistic skincare solutions through its range of Kaya Skin Clinics (107 in India and 21 in the Middle East) and product retail format called Kaya Skin Bar (134 in India).

Kaya Skin Clinic, chain of specialized skincare clinics, offers customized solutions by expert dermatologists delivered through a synergistic combination of products and services backed by state-of-the-art safe skincare technologies. Kaya runs with a single minded objective of delivering flawless skin through expert skincare solutions that include services in the areas of Acne/Acne-scar Reduction, Pigmentation, Anti-Ageing, Laser Permanent Hair Reduction, etc. along with regular beauty enhancement & maintenance services. Kaya also has a range of more than 50 skincare & hair care products ranging from daily skin care to specific skin concerns like acne, pigmentation, ageing, etc.

For more information, visit www.kaya.in

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